



Staff Profiles

James W. Stegeman, President

Mr. Stegeman formed CostQuest Associates, Inc. in 1999 and currently leads the company's product development and consulting efforts. He has been involved in costing, profitability analysis and network modeling since 1989. Prior to CostQuest, Mr. Stegeman served as Executive Vice-President of INDETEC International, a telecom research and consulting firm, and spent seven years in a variety of financial and regulatory management positions with Cincinnati Bell Telephone.

Mr. Stegeman is an internationally recognized expert in the costing and network modeling fields. His work has resulted in the development of the latest generation network cost models which are used internally by companies and in support of the Unbundled Network Element (UNE) and Universal Service Fund (USF) proceedings. He led the design, coding and implementation of the CostProWyoming model currently in use in Wyoming to estimate the cost of broadband deployment as well as designed the Cost Proxy Model (CPM) currently in use in California for universal service support determination.

Mark Guttman, Vice President of Sales and Marketing

Mr. Guttman leads CostQuest's GIS efforts, quality assurance, testing, and documentation. He is involved in project management, system design and support. Prior to his work with CostQuest, Mr. Guttman was an Analyst with INDETEC International. His efforts have been focused on the development or review of a number of domestic and international cost models. These include the BellSouth Telecommunications loop model (BSTLM), and GTE's Integrated Cost Model and the Base Cost Proxy Model (BCPM). He was also involved in the development and testing of the Australian National Universal Service Cost Model (NUSC). In addition to development efforts, Mr. Guttman also worked on the review of the United States Federal Communication Commission's Hybrid Cost Proxy Model.

Mike Krell, Vice President of Software Development

Mr. Krell leads Software Engineering for CostQuest and serves as President of Peyison Technology Services, Inc., a custom software development company and a sister company of CostQuest. Mr. Krell is the lead developer and system architect for the CostPro suite of network models. He has developed several telecommunication database reporting tools, as well as a process analysis and design tool used by healthcare consultants. Prior to joining Peyison, Mr. Krell was a Senior Analyst for INDETEC International, where he was the lead developer for several software projects, including the Australian Net Universal Service Cost Model (NUSC), the Benchmark Cost Proxy Model (BCPM) and INDETEC's internal time tracking and reporting system. Mr. Krell was also involved in the analysis and critique of the FCC's Hybrid Cost Proxy Model (HCPM).

Mike Wilson, Vice President of Sales and Consulting Services



Mr. Wilson specializes in rural telecommunications policy, universal service funding, interconnection, and operational analysis for wireless, competitive, and incumbent local carriers.

Prior to joining CostQuest, Mr. Wilson worked at Western Wireless/Alltel where he managed Wireless Interconnection, focusing on carrier negotiations and reducing Cost of Service for Alltel's wireless business unit. Mr. Wilson worked to align operational compliance with Federal and State regulations related to USF. He also worked on enforcement of carrier obligations related to intercarrier compensation and Local Number Portability for Western Wireless. Additionally, Mr. Wilson has served as an expert and fact witness for intercarrier compensation proceedings in several states and has co-authored policy papers on USF High-Cost Funding.

Dr. Steve Parsons, Associate

Dr. Parsons is an associate at CostQuest and President of Parsons Applied Economics where he directs work related to business decisions and regulatory policy. Currently, he teaches economics of telecommunications and information systems and telecommunications regulation and public policy at Washington University in St. Louis. As a published author, Dr. Parsons has written articles related to economic costs, pricing, interconnection, reciprocal compensation, imputation and efficient components pricing in scholarly journals including: *The Southern Economics Journal*; *Information Economics and Policy*, *Yale Journal on Regulation*; *Administrative Law Review*; *Jurimetrics Journal of Law Science and Technology*; and the *Journal of Regulatory Economics*.

Mr. Robert Stohlman, Analyst

Mr. Stohlman helps develop CostQuest's desktop, web and GIS applications. Recently, he began focusing his efforts on database development and administration, specifically in SQL Server 2000 and SQL Server 2005. Mr. Stohlman has developed a number of applications that have been used in telecom studies, including a wireless broadband coverage application. He provides data analysis on projects involving customer service and billing data.

Ms. Mary Bigner, Analyst

Ms. Bigner brings a disciplined approach to the solutions CostQuest provides in support, testing, GIS and data analysis. She assists in product support, testing and project management. Among Ms. Bigner's responsibilities are client data preparation and processing for GIS related tasks. She maintains client data extracts through archiving data as well as versioning CostQuest's GIS processes. Ms. Bigner is responsible for updating data model inputs and interface updates and all aspects of product testing.

Mary Hilvert, Project Manager

Ms. Hilvert has over 20 years of experience as a system engineer, analyzing business requirements, designing, programming, managing and implementing customer care and billing applications for North American and foreign telecommunication companies. Ms.



Hilvert has worked with major telecommunications clients in the wireless and wireline industry to identify business objectives for system enhancements and has lead system development projects for Cincinnati Bell, SwissCom and Nippon Telephone and Telegraph.